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NEWS RELEASE

For additional information:
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(212) 687-8100 -- ext. 276

FOR IMMEDIATE RELEASE:
January 27, 1988

TECHNICAL DEMAND CONTINUES TO GAIN

Demand for engineers and scientists as measured by the HIGH TECHNOLOGY RECRUITMENT INDEX closed out the fourth quarter of 1987 at 125, stronger than any October-December period since 1981. Furthermore, the HTRI average for 1987, 117, is higher than the annual averages for the previous two years, 108 in 1986, and 112 in 1985.

These findings were reported today by Marjorie Freedland, Senior Vice President/Research for Deutsch, Shea & Evans, the recruitment advertising agency and research organization which has maintained the indicator since 1961.

"Recruitment of technical professionals continues to show improvement," she observed. "We may finally be coming out of the stagnation in technical hiring which characterized the mid-80s. We've now had three successive monthly readings in the 120s. (See following Table.) This is a sign of more interest among employers in augmenting their technical staffs--itself an indication they are generally optimistic about business growth." She added, "Barring any adverse consequences of the current unstable financial markets, more gains can be expected."

(MORE)

The HTRI, compiled as a 3-month running average, is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single Month	High Technology Recruitment Index*
November	102	104
December	103	107
January, 1987	115	109
February	109	109
March	104	106
April	105	110
May	122	113
June	113	115
July	110	114
August	120	119
September	128	126
October	130	128
November	126	125
December	119	--

*Based on a 3-month running average

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NEWS RELEASE

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FOR IMMEDIATE RELEASE:
April 18, 1988

HIGH TECHNOLOGY RECRUITMENT INDEX MOVING DOWNWARD

First quarter 1988 technical demand as measured by the HIGH TECHNOLOGY RECRUITMENT INDEX stands at 117, eight points above the comparable period in 1987. This moderately optimistic news is tempered somewhat by a four-month decline in the Index.

A spokesperson for Deutsch, Shea & Evans, the human resources recruitment advertising agency and research organization which has maintained the HTRI for over 27 years, noted that the beginning of the drop corresponded to the stock market crash. "Although we know of no technical organizations initiating engineering hiring freezes as a direct result of the setbacks on Wall Street last fall," she observed, "It is interesting that the HTRI has been sliding ever since. The October reading was 128, the highest it has been in four years; February '88 stands at just 117. The single-month figure for March, 111, indicates a further decline may be in the offing. This might well be just a coincidence, as recently, massive cutbacks in staffing have been reported in the trade and business press mainly by financial services, not high tech, firms."

(MORE)

The HTRI, compiled as a 3-month running average, is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single Month	High Technology Recruitment Index*
January, 1987	115	109
February	109	109
March	104	106
April	105	110
May	122	113
June	113	115
July	110	114
August	120	119
September	128	126
October	130	128
November	126	125
December	119	121
January, 1988	118	120
February	122	117
March	111	--

*Based on a 3-month running average

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FOR IMMEDIATE RELEASE:
June 20, 1988

TECHNICAL HIRING EDGES UPWARD

After several months of decline, engineering demand has apparently leveled off and may be beginning at least a modest rise. The HIGH TECHNOLOGY RECRUITMENT INDEX was steady in February and March at 117, but April registered a 4-point gain and stands at 121. This is 11 points above a year ago, and the highest April reading since 1984.

The single-month figure for May, 133, is the highest single-month since January 1985.

These findings were released today by Deutsch, Shea & Evans' Director of Research, Marjorie Freedland, who observed, "We may have finally reached the point at which most high tech organizations have accomplished their major restructurings and consolidations. Barring any negative setbacks from the forthcoming election in November, we may be entering a period of increasing demand for engineers and scientists to meet the technological challenges of the nineties."

(MORE)

The HTRI, compiled as a 3-month running average, is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month.

DSE is very pleased to welcome Electronic Engineering Times to our roster of participating publications.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single Month	High Technology Recruitment Index*
April, 1987	105	110
May	122	113
June	113	115
July	110	114
August	120	119
September	128	126
October	130	128
November	126	125
December	119	121
January, 1988	118	120
February	122	117
March	111	117
April	119	121
May	133	--

*Based on a 3-month running average

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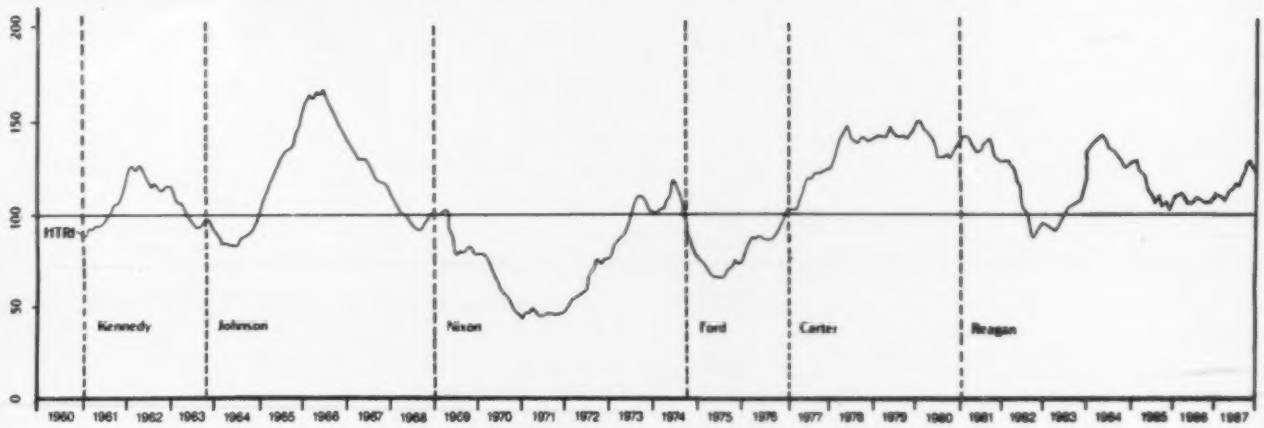
Deutsch, Shea & Evans
High Technology Recruitment Index

(Seasonally Adjusted; Base 1961 = 100)



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¦ = New Presidential Administration

Monthly Data, 1961-1987
Based on 3 Month Running Average

	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1961	88	92	91	94	93	96	98	100	105	106	112	120
1962	124	126	123	126	122	118	114	116	113	112	114	114
1963	112	105	105	102	99	94	91	92	95	97	94	90
1964	87	83	84	82	82	82	87	88	89	91	95	101
1965	106	114	119	123	127	130	134	136	136	143	148	157
1966	160	165	163	166	165	168	163	157	153	148	144	140
1967	137	132	129	130	129	126	121	117	117	116	116	112
1968	106	103	99	99	97	95	90	90	91	97	99	99
1969	98	98	101	90	87	77	79	78	81	81	77	78
1970	78	77	73	67	64	58	56	53	50	45	44	41
1971	44	44	47	44	42	42	43	43	43	43	44	45
1972	47	51	53	55	56	59	67	69	75	72	74	74
1973	78	84	87	88	92	96	105	109	109	107	101	100
1974	99	102	102	107	110	119	115	111	97	87	79	75
1975	73	70	68	64	64	64	64	68	69	74	71	73
1976	79	83	87	86	87	86	85	85	87	88	95	101
1977	103	102	101	107	112	119	119	121	121	124	123	125
1978	127	133	140	143	147	140	139	137	141	141	139	140
1979	142	143	142	142	147	145	143	142	143	141	144	146
1980	150	150	146	144	140	132	132	132	134	132	128	135
1981	138	142	136	135	132	135	137	141	137	128	125	126
1982	127	127	120	117	105	96	89	87	89	88	92	94
1983	97	94	93	91	94	97	101	106	108	107	111	120
1984	132	134	137	139	141	138	135	133	130	128	123	125
1985	126	127	122	118	112	108	105	108	104	106	101	110
1986	115	116	109	104	104	103	105	107	108	106	104	107
1987	109	109	106	110	113	115	114	119	126	128	125	121

HIGH TECHNOLOGY RECRUITMENT INDEX

The HIGH TECHNOLOGY RECRUITMENT INDEX is a national indicator of technical demand. It is based on a monthly count of recruitment ads directed to four-year degreed or more engineers and scientists, which appear in thirty-nine publications: newspapers in major U.S. markets and journals in a variety of technical fields.

The data are compiled as three sub-Indexes: newspaper Sunday classified; newspaper display (ROP); and technical journal. Then, they are related to the base year 1961, seasonally adjusted, corrected for the number of days and Sundays in the month, and averaged into a composite single-month index.

The HTRI of any given month is a three month average, consisting of that single-month figure, and the ones immediately prior and following. This yields a smoother trend than would result from charting single-month data.

Deutsch, Shea & Evans, Inc. has maintained the HTRI for over 27 years. We gratefully acknowledge the contributions in time and effort of the following participating publications:

Newspapers

Atlanta Journal-Constitution
Baltimore Sun
Boston Globe
Chicago Tribune
Cleveland Plain Dealer
Dallas Times-Herald
Denver Post
Detroit Free Press
Detroit News
Houston Chronicle
Houston Post
Kansas City Star
Los Angeles Times
Milwaukee Journal
Minneapolis Star & Tribune
New York Times
Orlando Sentinel
Philadelphia Inquirer
Pittsburgh Press/Post Gazette
St. Louis Post-Dispatch
St. Petersburg Times
San Francisco Examiner & Chronicle
San Jose Mercury News
Seattle Post-Intelligencer/Times
Washington Post

Technical Journals

Advanced Materials & Processes
Aerospace America
Aviation Week & Space Technology
Chemical & Engineering News
Chemical Engineering Progress
Civil Engineering
Communications of the ACM
Computer
Electronics
ENR
Mechanical Engineering
Physics Today
Science
Spectrum

Deutsch, Shea & Evans, Inc., a national recruitment advertising agency, has been conducting research on employment, recruiting, and other aspects of human resources since 1950.